

North Lake Tahoe Resort Association

Approved

Financial Statements for the Period

Ending

November 30, 2019

North Lake Tahoe Resort Association

Balance Sheet

As of November 30, 2019

Accrual Basis

	Nov 30, 19	Nov 30, 18	\$ Change	% Change	Jun 30, 19
ASSETS					
Current Assets					
Checking/Savings					
1001-00 · Petty Cash	293	409	(116)	(28%)	116
1003-00 · Cash - Operations BOTW #6712	525,812	333,248	192,564	58%	332,281
1007-00 · Cash - Payroll BOTW #7421	5,864	6,548	(684)	(10%)	11,572
1008-00 · Marketing Reserve - Plumas	50,275	50,200	75	0%	50,244
1009-00 · Cash Flow Reserve - Plumas	100,735	100,533	202	0%	100,650
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	211,221	142,461	68,760	48%	138,243
10950 · Cash in Drawer	2,676	950	1,726	182%	1,678
Total Checking/Savings	926,458	663,931	262,527	40%	664,366
Accounts Receivable					
1200-00 · Quickbooks Accounts Receivable	28,654	24,650	4,004	16%	24,817
1290-00 · A/R - TOT	238,355	287,990	(49,635)	(17%)	57,504
Total Accounts Receivable	267,009	312,640	(45,631)	(15%)	82,321
Other Current Assets					
1200-99 · AR Other	623	248	375	151%	10
1201-00 · Member Accounts Receivable					
1201-01 · Member AR - Member Dues	17,960	13,685	4,275	31%	2,720
1201-03 · Member AR - Other	1,270	0	1,270	100%	3,745
1201-00 · Member Accounts Receivable - Other	0	900	(900)	(100%)	0
Total 1201-00 · Member Accounts Receivable	19,230	14,585	4,645	32%	6,465
1201-02 · Allowance for Doubtful Accounts	(2,775)	(2,775)	0	0%	(1,587)
12100 · Inventory Asset					
25300 · Gift Cards Outstanding	18	0	18	100%	15
12100 · Inventory Asset - Other	30,512	24,130	6,382	26%	22,015
Total 12100 · Inventory Asset	30,530	24,130	6,400	27%	22,030
1299 · Receivable from NLTMC	7,425	12,114	(4,689)	(39%)	15,703
1490-00 · Security Deposits	1,250	1,250	0	0%	1,250
Total Other Current Assets	56,283	49,552	6,731	14%	43,871
Total Current Assets	1,249,750	1,026,123	223,627	22%	790,558
Fixed Assets					
1700-00 · Furniture & Fixtures	45,289	68,768	(23,479)	(34%)	45,289
1701-00 · Accum. Depr. - Furn & Fix	(45,289)	(68,768)	23,479	34%	(45,289)
1740-00 · Computer Equipment	4,270	8,436	(4,166)	(49%)	4,270
1741-00 · Accum. Depr. - Computer Equip	(4,269)	(8,435)	4,166	49%	(4,269)
1750-00 · Computer Software	20,493	21,520	(1,027)	(5%)	20,493
1751-00 · Accum. Amort. - Software	(19,675)	(19,225)	(450)	(2%)	(19,085)
1770-00 · Leasehold Improvements	24,284	24,284	0	0%	24,284
1771-00 · Accum. Amort - Leasehold Impr	(24,284)	(24,284)	0	0%	(24,284)
Total Fixed Assets	819	2,296	(1,477)	(64%)	1,409
Other Assets					
1400-00 · Prepaid Expenses					
1410-00 · Prepaid Insurance	14,904	17,775	(2,871)	(16%)	14,312
1430-00 · Prepaid 1st Class Postage	100	1,000	(900)	(90%)	100
1400-00 · Prepaid Expenses - Other	7,521	8,836	(1,315)	(15%)	3,964

North Lake Tahoe Resort Association

Balance Sheet

As of November 30, 2019

Accrual Basis

	<u>Nov 30, 19</u>	<u>Nov 30, 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 19</u>
Total 1400-00 · Prepaid Expenses	22,525	27,611	(5,086)	(18%)	18,376
Total Other Assets	22,525	27,611	(5,086)	(18%)	18,376
TOTAL ASSETS	<u>1,273,092</u>	<u>1,056,027</u>	<u>217,065</u>	<u>21%</u>	<u>810,343</u>
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	137,743	49,264	88,479	180%	73,556
Total Accounts Payable	137,743	49,264	88,479	180%	73,556
Other Current Liabilities					
21000 · Salaries/Wages/Payroll Liabilit					
2100-00 · Salaries / Wages Payable	18,109	22,362	(4,253)	(19%)	20,922
2101-00 · Incentive Payable	24,086	25,082	(996)	(4%)	58,630
2102-00 · Commissions Payable	16,486	3,986	12,500	314%	7,132
2120-00 · Empl. Federal Tax Payable	7,023	9,686	(2,663)	(27%)	9,775
2175-00 · 401 (k) Plan	3,928	5,427	(1,499)	(28%)	4,369
2180-00 · Estimated PTO Liability	52,993	49,004	3,989	8%	52,993
Total 21000 · Salaries/Wages/Payroll Liabilit	122,625	115,547	7,078	6%	153,821
2190-00 · Sales and Use Tax Payable					
2195-00 · Use Tax Payable	0	26	(26)	(100%)	827
25500 · *Sales Tax Payable	1,150	1,240	(90)	(7%)	2,307
2190-00 · Sales and Use Tax Payable - Other	0	36	(36)	(100%)	0
Total 2190-00 · Sales and Use Tax Payable	1,150	1,302	(152)	(12%)	3,134
2250-00 · Accrued Expenses	8,451	1,339	7,112	531%	59,690
2400-60 · Deferred Revenue- Member Dues	33,778	37,046	(3,268)	(9%)	57,969
2500-00 · Deferred Revenue - TMBC	675	599	76	13%	840
2651-00 · Deferred Rev - Conference	0	4,904	(4,904)	(100%)	0
2700-00 · Deferred Rev. County	350,305	350,305	0	0%	0
2800-00 · Suspense	0	4,067	(4,067)	(100%)	0
2900-00 · Due To/From County of Placer	19,871	5,160	14,711	285%	19,871
Total Other Current Liabilities	536,855	520,269	16,586	3%	295,325
Total Current Liabilities	674,598	569,533	105,065	18%	368,881
Total Liabilities	674,598	569,533	105,065	18%	368,881
Equity					
32000 · Unrestricted Net Assets	(17,007)	(11,669)	(5,338)	(46%)	(11,669)
3300-11 · Designated Marketing Reserve	308,202	275,755	32,447	12%	308,202
3301 · Cash Flow Reserve	100,248	100,248	0	0%	100,248
3302 · Marketing Cash Reserve	50,018	50,018	0	0%	50,018
Net Income	157,034	72,139	84,895	118%	(5,338)
Total Equity	598,495	486,491	112,004	23%	441,461
TOTAL LIABILITIES & EQUITY	<u>1,273,092</u>	<u>1,056,027</u>	<u>217,065</u>	<u>21%</u>	<u>810,343</u>

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July through November 2019

	Jul - Nov 19	Jul - Nov 18	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	1,517,768	1,609,948	-92,180	-6%
4200-00 · Membership Dues Revenue	55,971	55,366	605	1%
4205-00 · Conference Dues	0	4,262	-4,262	-100%
4250-00 · Revenues-Membership Activities				
4250-02 · Chamber Events	0	527	-527	-100%
4250-03 · Summer/Winter Rec Luncheon	0	2,622	-2,622	-100%
4251-00 · Tues AM Breakfast Club	2,340	2,702	-362	-13%
4250-00 · Revenues-Membership Activities - Other	3,576	3,395	181	5%
Total 4250-00 · Revenues-Membership Activities	5,916	9,246	-3,330	-36%
4252-00 · Sponsorships	0	600	-600	-100%
4253-00 · Revenue- Other	0	6	-6	-100%
4350-00 · Special Events (Marketing)	0	0	0	0%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	6,563	8,618	-2,055	-24%
4600-00 · Commissions - Other	27,597	27,370	227	1%
Total 4600-00 · Commissions	34,160	35,988	-1,828	-5%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	215	2,344	-2,129	-91%
46000 · Merchandise Sales - Other	58,755	58,621	134	0%
Total 46000 · Merchandise Sales	58,970	60,965	-1,995	-3%
Total Income	1,672,785	1,776,381	-103,596	-6%
Gross Profit	1,672,785	1,776,381	-103,596	-6%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0	0	0	0%
5010-00 · Sales Commissions	11,445	12,032	-587	-5%
5020-00 · P/R - Tax Expense	29,401	31,627	-2,226	-7%
5030-00 · P/R - Health Insurance Expense	56,258	49,958	6,300	13%
5040-00 · P/R - Workmans Comp	4,151	3,285	866	26%
5060-00 · 401 (k)	15,141	16,969	-1,828	-11%
5070-00 · Other Benefits and Expenses	1,739	1,546	193	13%
5000-00 · Salaries & Wages - Other	359,172	433,173	-74,001	-17%
Total 5000-00 · Salaries & Wages	477,306	548,590	-71,284	-13%
5100-00 · Rent				
5110-00 · Utilities	4,032	4,979	-947	-19%
5140-00 · Repairs & Maintenance	2,387	926	1,461	158%
5150-00 · Office - Cleaning	3,900	2,865	1,035	36%
5100-00 · Rent - Other	65,290	63,826	1,464	2%
Total 5100-00 · Rent	75,609	72,596	3,013	4%
5310-00 · Telephone				
5320-00 · Telephone	9,257	14,972	-5,715	-38%
5350-00 · Internet	0	25	-25	-100%
Total 5310-00 · Telephone	9,257	14,997	-5,740	-38%
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	0	54	-54	-100%
5420-00 · Mail - USPS - Other	817	1,315	-498	-38%
Total 5420-00 · Mail - USPS	817	1,368	-551	-40%
5510-00 · Insurance/Bonding	6,889	2,677	4,212	157%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	575	3,204	-2,629	-82%
5520-00 · Supplies - Other	8,008	5,148	2,860	56%
Total 5520-00 · Supplies	8,583	8,352	231	3%
5610-00 · Depreciation	590	745	-156	-21%
5700-00 · Equipment Support & Maintenance	205	650	-445	-68%
5710-00 · Taxes, Licenses & Fees	4,499	4,156	344	8%
5740-00 · Equipment Rental/Leasing	13,536	5,234	8,302	159%
5800-00 · Training Seminars	755	2,278	-1,523	-67%
5850-00 · Artist of Month - Commissions	2,338	1,894	444	23%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	2,000	840	1,160	138%

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July through November 2019

	Jul - Nov 19	Jul - Nov 18	\$ Change	% Change
5920-00 · Professional Fees - Accountant	18,800	21,000	-2,200	-11%
5921-00 · Professional Fees - Other	50,399	0	50,399	100%
Total 5900-00 · Professional Fees	71,199	21,840	49,359	226%
5941-00 · Research & Planning	0	5,000	-5,000	-100%
6020-00 · Programs				
6016-00 · Special Event Partnership	0	0	0	0%
Total 6020-00 · Programs	0	0	0	0%
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	34,668	34,278	391	1%
6421-04 · Broken Arrow Skyrace	0	20,000	-20,000	-100%
6421-06 · Spartan	254,019	254,000	19	0%
6421-08 · Tough Mudder	0	8,000	-8,000	-100%
6421-10 · WinterWonderGrass - Tahoe	-220	47	-267	-564%
Total 6420-01 · Sponsorships	288,467	316,325	-27,858	-9%
6421-00 · New Event Development	220	0	220	100%
6422-00 · Event Media	0	0	0	0%
6424-00 · Event Operation Expenses	1,617	2,514	-897	-36%
Total 6420-00 · Events	290,304	318,839	-28,535	-9%
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	1,140	0	1,140	100%
6436-00 · Membership - Wnt/Sum Rec Lunch	633	3,469	-2,836	-82%
6437-00 · Tuesday Morning Breakfast Club	1,741	1,632	109	7%
6441-00 · Membership - Miscellaneous Exp	0	60	-60	-100%
6442-00 · Public Relations/Website	2,649	6,551	-3,902	-60%
6444-00 · Trades	0	0	0	0%
6423-00 · Membership Activities - Other	1,129	1,788	-658	-37%
Total 6423-00 · Membership Activities	7,292	13,500	-6,208	-46%
6730-00 · Marketing Cooperative/Media	487,145	608,263	-121,118	-20%
6742-00 · Non-NLT Co-Op Marketing Program	5,399	13,759	-8,360	-61%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	5,450	7,132	-1,682	-24%
6743-04 · High Notes	0	0	0	0%
6743-05 · Peak Your Adventure	0	1,000	-1,000	-100%
Total 6743-00 · BACC Marketing Programs	5,450	8,132	-2,682	-33%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	729	759	-29	-4%
52500 · Purchase Discounts	-1	-40	40	99%
59900 · POS Inventory Adjustments	116	32	85	268%
8100-00 · Cost of Goods Sold - Other	31,270	31,348	-78	-0%
Total 8100-00 · Cost of Goods Sold	32,115	32,098	17	0%
8200-00 · Associate Relations	489	903	-414	-46%
8300-00 · Board Functions	4,755	4,780	-25	-1%
8500-00 · Credit Card Fees	3,065	3,056	9	0%
8700-00 · Automobile Expenses	1,322	2,397	-1,075	-45%
8750-00 · Meals/Meetings	993	1,211	-217	-18%
8810-00 · Dues & Subscriptions	3,817	2,757	1,060	39%
8920-00 · Bad Debt	2,138	4,287	-2,149	-50%
Total Expense	1,515,867	1,704,357	-188,491	-11%
Net Ordinary Income	156,918	72,024	84,895	118%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	116	116	0	0%
Total Other Income	116	116	0	0%
Other Expense				
Balancing Adjustments	0	0	0	0%
8990-00 · Allocated	0	0	0	0%
Total Other Expense	0	0	0	0%

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison

Accrual Basis

July through November 2019

	Jul - Nov 19	Jul - Nov 18	\$ Change	% Change
Net Other Income	116	116	0	0%
Net Income	<u>157,034</u>	<u>72,139</u>	<u>84,895</u>	<u>118%</u>

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Nov 19	Budget	\$ Over Budget	Jul - Nov 19	YTD Budget	\$ Over Budget	Annual Bud...
Total 6020-00 · Programs	(1,250)	0	(1,250)	0	0	0	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0	0	0	34,668	37,495	(2,827)	37,495
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	20,000
6421-04 · Broken Arrow Skyrace	0	0	0	0	0	0	25,400
6421-06 · Spartan	0	0	0	254,019	254,400	(381)	254,400
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	6,000
6421-09 · Wanderlust	0	0	0	0	500	(500)	37,500
6421-10 · WinterWonderGrass - Tahoe	(220)	0	(220)	(220)	0	(220)	21,900
6421-16 · Mountain Travel Symposium	0	0	0	0	0	0	75,000
Total 6420-01 · Sponsorships	(220)	0	(220)	288,467	292,395	(3,928)	477,695
6421-00 · New Event Development	0	2,500	(2,500)	220	12,500	(12,280)	30,000
6424-00 · Event Operation Expenses	206	667	(461)	1,617	3,335	(1,718)	8,000
Total 6420-00 · Events	(14)	3,167	(3,181)	290,304	308,230	(17,926)	515,695
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	570	0	570	1,140	0	1,140	27,500
6435-00 · Shop Local Event	0	0	0	0	2,500	(2,500)	5,000
6436-00 · Membership - Wnt/Sum Rec Lunch	315	0	315	633	0	633	0
6437-00 · Tuesday Morning Breakfast Club	0	500	(500)	1,741	2,500	(759)	6,000
6442-00 · Public Relations/Website	379	417	(38)	2,649	2,083	566	5,000
6423-00 · Membership Activities - Other	0	2,683	(2,683)	1,129	2,883	(1,754)	8,500
Total 6423-00 · Membership Activities	1,264	3,600	(2,336)	7,292	9,967	(2,674)	52,000
6730-00 · Marketing Cooperative/Media	89,141	89,141	0	487,145	487,145	0	1,503,362
6740-00 · Media/Collateral/Production	0	0	0	0	0	0	3,000
6742-00 · Non-NLT Co-Op Marketing Program	1,389	2,000	(611)	5,399	11,910	(6,511)	27,910
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	0	0	0	5,450	7,132	(1,682)	20,000
6743-03 · Touch Lake Tahoe	0	0	0	0	0	0	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	0	550	(550)	0	1,000	(1,000)	20,000
Total 6743-00 · BACC Marketing Programs	0	550	(550)	5,450	8,132	(2,682)	80,000
7500-00 · Trade Shows/Travel	0	0	0	0	1,500	(1,500)	3,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	171	100	71	729	700	29	1,190
52500 · Purchase Discounts	0	0	0	(1)	0	1	0
59900 · POS Inventory Adjustments	0	0	0	116	0	116	0
8100-00 · Cost of Goods Sold - Other	7,084	2,500	4,584	31,270	28,200	3,070	54,050
Total 8100-00 · Cost of Goods Sold	7,255	2,600	4,655	32,115	28,900	3,215	55,240
8200-00 · Associate Relations	40	648	(608)	489	3,240	(2,751)	7,756
8300-00 · Board Functions	473	250	223	4,755	3,500	1,255	5,950
8500-00 · Credit Card Fees	634	481	154	3,065	3,503	(439)	7,454
8600-00 · Additional Opportunites	0	3,500	(3,500)	0	7,591	(7,591)	32,091
8700-00 · Automobile Expenses	56	546	(490)	1,322	2,730	(1,407)	6,285
8750-00 · Meals/Meetings	240	462	(221)	993	2,307	(1,314)	5,534
8810-00 · Dues & Subscriptions	514	616	(102)	3,817	3,079	738	7,490
8910-00 · Travel	0	1,800	(1,800)	0	1,800	(1,800)	7,800
8920-00 · Bad Debt	95	0	95	2,138	0	2,138	0
Total Expense	220,618	261,830	(41,212)	1,515,867	1,680,387	(164,520)	4,232,983
Net Ordinary Income	45,210	2,782	42,428	156,918	(1,510)	158,428	21,823
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	23	0	23	116	0	116	0
Total Other Income	23	0	23	116	0	116	0
Other Expense							
8990-00 · Allocated	0	(1)	1	0	(1)	1	0
Total Other Expense	0	(1)	1	0	(1)	1	0
Net Other Income	23	1	22	116	1	115	0
Net Income	45,233	2,783	42,450	157,034	(1,509)	158,543	21,823

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

11 - Marketing

	Nov 19	Budget	\$ Over Budget	Jul - Nov 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	164,182	168,830	(4,648)	1,138,323	1,157,256	(18,933)	3,044,007
Total Income	164,182	168,830	(4,648)	1,138,323	1,157,256	(18,933)	3,044,007
Gross Profit	164,182	168,830	(4,648)	1,138,323	1,157,256	(18,933)	3,044,007
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	6,875	6,875	0	16,500
5020-00 · P/R - Tax Expense	1,391	2,037	(647)	8,404	10,187	(1,783)	21,537
5030-00 · P/R - Health Insurance Expense	4,338	3,667	671	21,255	18,335	2,920	44,004
5040-00 · P/R - Workmans Comp	112	178	(67)	662	891	(229)	2,139
5060-00 · 401 (k)	903	1,019	(115)	4,290	5,093	(804)	12,224
5070-00 · Other Benefits and Expenses	120	160	(40)	487	800	(313)	1,920
5000-00 · Salaries & Wages - Other	23,119	25,467	(2,348)	114,397	127,335	(12,938)	305,604
Total 5000-00 · Salaries & Wages	31,357	33,903	(2,546)	156,369	169,517	(13,147)	403,929
5100-00 · Rent							
5110-00 · Utilities	119	132	(13)	785	713	72	2,001
5140-00 · Repairs & Maintenance	46	80	(34)	46	80	(34)	4,367
5150-00 · Office - Cleaning	252	183	68	1,457	967	491	2,866
5100-00 · Rent - Other	2,442	2,050	392	12,176	10,594	1,582	24,200
Total 5100-00 · Rent	2,858	2,445	413	14,465	12,354	2,111	33,434
5310-00 · Telephone							
5320-00 · Telephone	462	600	(138)	2,569	3,000	(431)	6,600
Total 5310-00 · Telephone	462	600	(138)	2,569	3,000	(431)	6,600
5420-00 · Mail - USPS	34	50	(16)	252	250	2	600
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	100	(100)	0	3,000	(3,000)	3,700
5520-00 · Supplies - Other	89	150	(61)	858	750	108	4,750
Total 5520-00 · Supplies	89	250	(161)	858	3,750	(2,892)	8,450
5700-00 · Equipment Support & Maintenance	0	120	(120)	0	600	(600)	1,440
5710-00 · Taxes, Licenses & Fees	0	0	0	60	0	60	0
5740-00 · Equipment Rental/Leasing	0	315	(315)	1,149	1,575	(426)	3,780
5800-00 · Training Seminars	17	0	17	666	609	57	4,785
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	100	(100)	0	500	(500)	1,500
5921-00 · Professional Fees - Other	0	400	(400)	0	2,000	(2,000)	4,800
Total 5900-00 · Professional Fees	0	500	(500)	0	2,500	(2,500)	6,300
5941-00 · Research & Planning	0	1,500	(1,500)	0	7,500	(7,500)	18,000
6020-00 · Programs							
6016-00 · Special Event Partnership	(1,250)	0	(1,250)	0	0	0	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	30,000
Total 6020-00 · Programs	(1,250)	0	(1,250)	0	0	0	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0	0	0	34,668	37,495	(2,827)	37,495
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	20,000
6421-04 · Broken Arrow Skyrace	0	0	0	0	0	0	25,400
6421-06 · Spartan	0	0	0	254,019	254,400	(381)	254,400
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	6,000
6421-09 · Wanderlust	0	0	0	0	500	(500)	37,500
6421-10 · WinterWonderGrass - Tahoe	(220)	0	(220)	(220)	0	(220)	21,900
6421-16 · Mountain Travel Symposium	0	0	0	0	0	0	75,000
Total 6420-01 · Sponsorships	(220)	0	(220)	288,467	292,395	(3,928)	477,695
6421-00 · New Event Development	0	2,500	(2,500)	220	12,500	(12,280)	30,000
6424-00 · Event Operation Expenses	206	667	(461)	1,617	3,335	(1,718)	8,000
Total 6420-00 · Events	(14)	3,167	(3,181)	290,304	308,230	(17,926)	515,695
6730-00 · Marketing Cooperative/Media	78,565	78,565	0	434,262	434,262	0	1,376,446
6742-00 · Non-NLT Co-Op Marketing Program	818	1,000	(182)	4,027	6,910	(2,883)	15,910
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	0	0	0	5,450	7,132	(1,682)	20,000
6743-03 · Touch Lake Tahoe	0	0	0	0	0	0	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	0	550	(550)	0	1,000	(1,000)	20,000
Total 6743-00 · BACC Marketing Programs	0	550	(550)	5,450	8,132	(2,682)	80,000
8200-00 · Associate Relations	25	140	(115)	152	700	(548)	1,660
8500-00 · Credit Card Fees	0	0	0	50	0	50	0
8600-00 · Additional Opportunites	0	3,000	(3,000)	0	5,091	(5,091)	26,091
8700-00 · Automobile Expenses	18	130	(112)	878	650	228	1,560
8750-00 · Meals/Meetings	233	163	70	451	813	(362)	1,950
8810-00 · Dues & Subscriptions	124	250	(126)	917	1,250	(333)	3,000

**North Lake Tahoe Resort Association
Profit & Loss Budget Performance**

Accrual Basis

11 - Marketing

	Nov 19	Budget	\$ Over Budget	Jul - Nov 19	YTD Budget	\$ Over Budget	Annual Budget
8910-00 - Travel	0	1,800	(1,800)	0	1,800	(1,800)	6,300
Total Expense	113,336	128,448	(15,112)	912,878	969,491	(56,613)	2,595,931
Net Ordinary Income	50,846	40,382	10,464	225,445	187,765	37,680	448,076
Other Income/Expense							
Other Income							
4700-00 - Revenues- Interest & Investment	23			116			
Total Other Income	23			116			
Other Expense							
8990-00 - Allocated	25,114	36,204	(11,090)	140,095	187,827	(47,732)	448,076
Total Other Expense	25,114	36,204	(11,090)	140,095	187,827	(47,732)	448,076
Net Other Income	(25,091)	(36,204)	11,113	(139,979)	(187,827)	47,848	(448,076)
Net Income	25,755	4,178	21,577	85,466	(63)	85,529	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

30 - Conference

	Nov 19	Budget	\$ Over Budget	Jul - Nov 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	30,465	30,464	0	149,927	149,926	1	383,252
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	0	0	6,563	0	6,563	0
4600-00 · Commissions - Other	3,626	3,626	0	27,597	21,495	6,102	28,276
Total 4600-00 · Commissions	<u>3,626</u>	<u>3,626</u>	<u>0</u>	<u>34,160</u>	<u>21,495</u>	<u>12,666</u>	<u>28,276</u>
Total Income	<u>34,091</u>	<u>34,091</u>	<u>0</u>	<u>184,087</u>	<u>171,421</u>	<u>12,666</u>	<u>411,528</u>
Gross Profit	34,091	34,091	0	184,087	171,421	12,666	411,528
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	631	800	(169)	11,445	4,000	7,445	9,600
5020-00 · P/R - Tax Expense	324	1,064	(740)	3,266	5,318	(2,053)	12,764
5030-00 · P/R - Health Insurance Expense	3,251	1,754	1,497	13,961	8,770	5,191	21,048
5040-00 · P/R - Workmans Comp	31	88	(57)	325	438	(113)	1,051
5060-00 · 401 (k)	191	501	(309)	1,806	2,503	(697)	6,007
5061-00 · 401k Profit Sharing	0	80	(80)	0	400	(400)	960
5070-00 · Other Benefits and Expenses	56	0	56	258	0	258	0
5000-00 · Salaries & Wages - Other	4,782	12,514	(7,732)	44,586	62,570	(17,984)	150,168
Total 5000-00 · Salaries & Wages	<u>9,266</u>	<u>16,800</u>	<u>(7,534)</u>	<u>75,648</u>	<u>83,999</u>	<u>(8,351)</u>	<u>201,598</u>
5100-00 · Rent							
5110-00 · Utilities	58	66	(8)	383	330	53	792
5140-00 · Repairs & Maintenance	23	45	(23)	23	225	(203)	540
5150-00 · Office - Cleaning	123	94	29	711	470	241	1,128
5100-00 · Rent - Other	1,146	1,025	121	5,713	5,125	588	12,300
Total 5100-00 · Rent	<u>1,349</u>	<u>1,230</u>	<u>119</u>	<u>6,829</u>	<u>6,150</u>	<u>679</u>	<u>14,760</u>
5310-00 · Telephone							
5320-00 · Telephone	200	300	(100)	1,299	1,500	(201)	3,600
Total 5310-00 · Telephone	<u>200</u>	<u>300</u>	<u>(100)</u>	<u>1,299</u>	<u>1,500</u>	<u>(201)</u>	<u>3,600</u>
5420-00 · Mail - USPS	17	15	2	67	75	(8)	180
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	31	(31)	0	155	(155)	372
5520-00 · Supplies - Other	43	30	13	218	195	23	594
Total 5520-00 · Supplies	<u>43</u>	<u>61</u>	<u>(18)</u>	<u>218</u>	<u>350</u>	<u>(132)</u>	<u>966</u>
5700-00 · Equipment Support & Maintenance	0	0	0	0	0	0	240
5710-00 · Taxes, Licenses & Fees	0	0	0	31	0	31	0
5740-00 · Equipment Rental/Leasing	0	125	(125)	507	623	(116)	1,496
6730-00 · Marketing Cooperative/Media	10,576	10,576	0	52,883	52,883	0	126,916
8200-00 · Associate Relations	15	80	(65)	31	400	(369)	960
8500-00 · Credit Card Fees	90	0	90	90	0	90	0
8810-00 · Dues & Subscriptions	0	20	(20)	4	100	(96)	240
Total Expense	<u>21,555</u>	<u>29,207</u>	<u>(7,651)</u>	<u>137,608</u>	<u>146,081</u>	<u>(8,473)</u>	<u>350,956</u>
Net Ordinary Income	<u>12,535</u>	<u>4,884</u>	<u>7,651</u>	<u>46,479</u>	<u>25,340</u>	<u>21,139</u>	<u>60,572</u>
Other Income/Expense							
Other Expense							
8990-00 · Allocated	3,388	4,884	(1,496)	18,900	25,340	(6,440)	60,572
Total Other Expense	<u>3,388</u>	<u>4,884</u>	<u>(1,496)</u>	<u>18,900</u>	<u>25,340</u>	<u>(6,440)</u>	<u>60,572</u>
Net Other Income	<u>(3,388)</u>	<u>(4,884)</u>	<u>1,496</u>	<u>(18,900)</u>	<u>(25,340)</u>	<u>6,440</u>	<u>(60,572)</u>
Net Income	<u><u>9,147</u></u>	<u><u>0</u></u>	<u><u>9,147</u></u>	<u><u>27,579</u></u>	<u><u>0</u></u>	<u><u>27,579</u></u>	<u><u>0</u></u>

**North Lake Tahoe Resort Association
Profit & Loss Budget Performance**

42 - Visitor Center

Accrual Basis

	Nov 19	Budget	\$ Over Budget	Jul - Nov 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	31,852	31,852	0	157,937	157,937	0	398,306
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	20	400	(380)	215	2,000	(1,785)	4,800
46000 · Merchandise Sales - Other	10,900	5,000	5,900	58,755	56,400	2,355	108,100
Total 46000 · Merchandise Sales	10,920	5,400	5,520	58,970	58,400	570	112,900
Total Income	42,773	37,252	5,521	216,907	216,337	570	511,206
Gross Profit	42,773	37,252	5,521	216,907	216,337	570	511,206
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	924	1,240	(316)	7,198	7,150	48	17,362
5030-00 · P/R - Health Insurance Expense	1,980	2,225	(245)	8,522	11,125	(2,603)	26,700
5040-00 · P/R - Workmans Comp	355	569	(214)	2,817	3,282	(465)	7,856
5060-00 · 401 (k)	463	506	(43)	2,881	2,918	(37)	6,984
5070-00 · Other Benefits and Expenses	24	80	(56)	165	400	(235)	960
5000-00 · Salaries & Wages - Other	12,292	12,650	(358)	79,414	72,950	6,464	174,600
Total 5000-00 · Salaries & Wages	16,037	17,270	(1,233)	100,997	97,825	3,172	234,462
5100-00 · Rent							
5110-00 · Utilities	424	650	(226)	2,008	3,000	(992)	7,600
5140-00 · Repairs & Maintenance	1,028	1,000	28	1,148	5,000	(3,852)	12,000
5150-00 · Office - Cleaning	25	50	(25)	142	250	(108)	2,500
5100-00 · Rent - Other	6,502	6,500	2	32,505	32,500	5	78,800
Total 5100-00 · Rent	7,978	8,200	(222)	35,803	40,750	(4,947)	100,900
5310-00 · Telephone							
5320-00 · Telephone	200	242	(42)	1,105	1,210	(105)	2,904
Total 5310-00 · Telephone	200	242	(42)	1,105	1,210	(105)	2,904
5420-00 · Mail - USPS	12	50	(38)	47	250	(203)	600
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	55	(55)	0	307	(307)	1,310
5520-00 · Supplies - Other	641	517	124	1,821	2,607	(786)	4,894
Total 5520-00 · Supplies	641	572	69	1,821	2,914	(1,093)	6,204
5610-00 · Depreciation	118	118	(0)	590	590	(0)	1,180
5700-00 · Equipment Support & Maintenance	0	100	(100)	0	500	(500)	1,200
5710-00 · Taxes, Licenses & Fees	0	0	0	20	155	(135)	155
5740-00 · Equipment Rental/Leasing	0	235	(235)	881	1,175	(294)	2,820
5800-00 · Training Seminars	0	0	0	0	2,000	(2,000)	3,000
5850-00 · Artist of Month - Commissions	1,163	360	803	2,338	1,800	538	4,320
6740-00 · Media/Collateral/Production	0	0	0	0	0	0	3,000
6742-00 · Non-NLT Co-Op Marketing Program	200	1,000	(800)	1,000	5,000	(4,000)	12,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	171	100	71	729	700	29	1,190
52500 · Purchase Discounts	0	0	0	(1)	0	1	0
59900 · POS Inventory Adjustments	0	0	0	116	0	116	0
8100-00 · Cost of Goods Sold - Other	7,084	2,500	4,584	31,270	28,200	3,070	54,050
Total 8100-00 · Cost of Goods Sold	7,255	2,600	4,655	32,115	28,900	3,215	55,240
8200-00 · Associate Relations	0	58	(58)	169	290	(121)	696
8500-00 · Credit Card Fees	354	189	165	1,883	2,045	(162)	3,954
8700-00 · Automobile Expenses	17	100	(83)	221	500	(279)	950
8750-00 · Meals/Meetings	0	65	(65)	145	325	(180)	780
8810-00 · Dues & Subscriptions	0	0	0	0	0	0	100
8910-00 · Travel	0	0	0	0	0	0	1,500
Total Expense	33,975	31,159	2,816	179,134	186,229	(7,095)	435,965
Net Ordinary Income	8,798	6,093	2,705	37,773	30,108	7,665	75,241
Other Income/Expense							
Other Expense							
8990-00 · Allocated	4,226	6,093	(1,867)	23,576	31,609	(8,033)	75,243
Total Other Expense	4,226	6,093	(1,867)	23,576	31,609	(8,033)	75,243
Net Other Income	(4,226)	(6,093)	1,867	(23,576)	(31,609)	8,033	(75,243)
Net Income	4,571	0	4,571	14,197	(1,501)	15,698	(2)

**North Lake Tahoe Resort Association
Profit & Loss Budget Performance**

Accrual Basis

51 - TMPI

	Nov 19	Budget	\$ Over Bu...	Jul - Nov 19	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	11,856	11,856	0	71,580	71,580	0	88,866
Total Income	11,856	11,856	0	71,580	71,580	0	88,866
Gross Profit	11,856	11,856	0	71,580	71,580	0	88,866
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	33	(33)	0	165	(165)	396
5030-00 · P/R - Health Insurance Expense	0	4	(4)	0	20	(20)	48
5040-00 · P/R - Workmans Comp	0	4	(4)	0	20	(20)	48
5060-00 · 401 (k)	0	23	(23)	0	115	(115)	276
5000-00 · Salaries & Wages - Other	0	567	(567)	0	2,835	(2,835)	6,804
Total 5000-00 · Salaries & Wages	0	631	(631)	0	3,155	(3,155)	7,572
5100-00 · Rent							
5110-00 · Utilities	0	5	(5)	0	28	(28)	36
5140-00 · Repairs & Maintenance	0	3	(3)	0	3	(3)	6
5150-00 · Office - Cleaning	0	6	(6)	0	33	(33)	41
5100-00 · Rent - Other	544	72	472	1,633	288	1,345	504
Total 5100-00 · Rent	544	86	458	1,633	352	1,281	587
5310-00 · Telephone							
5320-00 · Telephone	0	42	(42)	0	223	(223)	230
Total 5310-00 · Telephone	0	42	(42)	0	223	(223)	230
5420-00 · Mail - USPS	0	0	0	0	18	(18)	18
5510-00 · Insurance/Bonding	0	13	(13)	0	50	(50)	64
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	12	(12)	0	1,548	(1,548)	1,560
5520-00 · Supplies - Other	235	2	233	2,763	10,507	(7,744)	10,510
Total 5520-00 · Supplies	235	14	221	2,763	12,055	(9,292)	12,070
5740-00 · Equipment Rental/Leasing	0	0	0	0	149	(149)	216
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	10,000	10,000	0	50,398	50,000	398	55,000
Total 5900-00 · Professional Fees	10,000	10,000	0	50,398	50,000	398	55,000
8700-00 · Automobile Expenses	0	3	(3)	0	17	(17)	25
8750-00 · Meals/Meetings	0	1	(1)	0	3	(3)	4
Total Expense	10,779	10,790	(11)	54,793	66,022	(11,229)	75,786
Net Ordinary Income	1,077	1,066	11	16,787	5,558	11,229	13,080
Other Income/Expense							
Other Expense							
8990-00 · Allocated	734	1,057	(323)	4,092	5,486	(1,394)	13,080
Total Other Expense	734	1,057	(323)	4,092	5,486	(1,394)	13,080
Net Other Income	(734)	(1,057)	323	(4,092)	(5,486)	1,394	(13,080)
Net Income	344	9	335	12,695	72	12,623	0

**North Lake Tahoe Resort Association
Profit & Loss Budget Performance**

Accrual Basis

60 - Membership

	Nov 19	Budget	\$ Over Budget	Jul - Nov 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues Revenue	11,086	10,833	253	55,971	54,167	1,805	130,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	17,000
4250-05 · Sponsorships	0	0	0	0	0	0	17,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	16,000
Total 4250-01 · Community Awards	0	0	0	0	0	0	50,000
4250-02 · Chamber Events	0	833	(833)	0	833	(833)	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	2,700	(2,700)	2,700
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	583	(583)	0	2,917	(2,917)	7,000
4251-00 · Tues AM Breakfast Club - Other	910	0	910	2,340	0	2,340	3,000
Total 4251-00 · Tues AM Breakfast Club	910	583	327	2,340	2,917	(577)	10,000
4250-00 · Revenues-Membership Activities - Other	930			3,576			
Total 4250-00 · Revenues-Membership Activities	1,840	1,417	423	5,916	6,450	(534)	65,200
4253-00 · Revenue- Other	0	333	(333)	0	1,667	(1,667)	4,000
Total Income	12,926	12,583	343	61,887	62,283	(396)	199,200
Gross Profit	12,926	12,583	343	61,887	62,283	(396)	199,200
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(6,875)	(6,875)	0	(16,500)
5020-00 · P/R - Tax Expense	230	434	(204)	2,891	2,171	720	5,211
5030-00 · P/R - Health Insurance Expense	1,112	849	263	3,357	4,245	(888)	10,188
5040-00 · P/R - Workmans Comp	20	44	(25)	184	222	(38)	532
5060-00 · 401 (k)	146	253	(108)	1,644	1,266	378	3,038
5070-00 · Other Benefits and Expenses	8	13	(5)	16	67	(51)	160
5000-00 · Salaries & Wages - Other	4,055	6,329	(2,274)	21,142	31,645	(10,503)	75,948
Total 5000-00 · Salaries & Wages	4,196	6,548	(2,352)	22,360	32,740	(10,381)	78,577
5100-00 · Rent							
5110-00 · Utilities	28	36	(8)	182	179	3	430
5140-00 · Repairs & Maintenance	11	44	(33)	11	219	(208)	525
5150-00 · Office - Cleaning	58	27	32	338	133	204	320
5100-00 · Rent - Other	93	497	(404)	1,546	2,485	(939)	5,965
Total 5100-00 · Rent	190	603	(414)	2,076	3,017	(940)	7,240
5310-00 · Telephone							
5320-00 · Telephone	96	150	(54)	552	750	(198)	1,800
Total 5310-00 · Telephone	96	150	(54)	552	750	(198)	1,800
5420-00 · Mail - USPS	8	8	(0)	32	42	(10)	100
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	42	(42)	0	208	(208)	500
5520-00 · Supplies - Other	21	83	(63)	104	417	(313)	1,000
Total 5520-00 · Supplies	21	125	(104)	104	625	(521)	1,500
5710-00 · Taxes, Licenses & Fees	0	0	0	14	0	14	0
5740-00 · Equipment Rental/Leasing	0	225	(225)	674	1,125	(451)	2,700
5800-00 · Training Seminars	0	21	(21)	0	104	(104)	250
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	83	(83)	0	417	(417)	1,000
Total 5900-00 · Professional Fees	0	83	(83)	0	417	(417)	1,000
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	570	0	570	1,140	0	1,140	27,500
6435-00 · Shop Local Event	0	0	0	0	2,500	(2,500)	5,000
6436-00 · Membership - Wnt/Sum Rec Lunch	315	0	315	633	0	633	0
6437-00 · Tuesday Morning Breakfast Club	0	500	(500)	1,741	2,500	(759)	6,000
6442-00 · Public Relations/Website	379	417	(38)	2,649	2,083	566	5,000
6423-00 · Membership Activities - Other	0	2,683	(2,683)	1,129	2,883	(1,754)	8,500
Total 6423-00 · Membership Activities	1,264	3,600	(2,336)	7,292	9,967	(2,674)	52,000
8200-00 · Associate Relations	0	25	(25)	13	125	(113)	300
8500-00 · Credit Card Fees	145	292	(146)	867	1,458	(591)	3,500
8700-00 · Automobile Expenses	21	63	(42)	201	313	(112)	750
8750-00 · Meals/Meetings	8	83	(76)	245	417	(172)	1,000
8810-00 · Dues & Subscriptions	0	46	(46)	70	229	(159)	550
8920-00 · Bad Debt	95			2,138			
Total Expense	6,043	11,872	(5,829)	36,637	51,328	(14,691)	151,267
Net Ordinary Income	6,883	711	6,172	25,250	10,955	14,295	47,933
Other Income/Expense							
Other Expense							

**North Lake Tahoe Resort Association
Profit & Loss Budget Performance**

Accrual Basis

60 - Membership

	Nov 19	Budget	\$ Over Budget	Jul - Nov 19	YTD Budget	\$ Over Budget	Annual Budget
8990-00 - Allocated	1,467	2,115	(648)	8,184	10,973	(2,789)	26,107
Total Other Expense	1,467	2,115	(648)	8,184	10,973	(2,789)	26,107
Net Other Income	(1,467)	(2,115)	648	(8,184)	(10,973)	2,789	(26,107)
Net Income	5,416	(1,404)	6,820	17,067	(18)	17,084	21,826

**North Lake Tahoe Resort Association
Profit & Loss Budget Performance**

70 - Administration

Accrual Basis

	Nov 19	Budget	\$ Over Budget	Jul - Nov 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	443	2,341	(1,898)	7,643	10,505	(2,862)	26,892
5030-00 · P/R - Health Insurance Expense	1,831	3,369	(1,538)	9,162	16,845	(7,683)	40,428
5040-00 · P/R - Workmans Comp	83	205	(122)	162	920	(758)	2,355
5060-00 · 401 (k)	684	1,171	(487)	4,520	5,255	(735)	13,452
5070-00 · Other Benefits and Expenses	417	160	257	813	800	13	2,000
5000-00 · Salaries & Wages - Other	18,795	29,265	(10,470)	99,632	131,325	(31,693)	336,180
Total 5000-00 · Salaries & Wages	22,253	36,511	(14,258)	121,932	165,650	(43,718)	421,307
5100-00 · Rent							
5110-00 · Utilities	103	150	(47)	674	825	(151)	2,040
5140-00 · Repairs & Maintenance	563	375	188	1,159	1,875	(716)	4,500
5150-00 · Office - Cleaning	218	200	18	1,252	1,150	102	2,650
5100-00 · Rent - Other	2,332	2,370	(38)	11,718	11,850	(132)	29,760
Total 5100-00 · Rent	3,216	3,095	121	14,803	15,700	(897)	38,950
5310-00 · Telephone							
5320-00 · Telephone	705	750	(45)	3,732	3,750	(18)	9,000
Total 5310-00 · Telephone	705	750	(45)	3,732	3,750	(18)	9,000
5420-00 · Mail - USPS	303	90	213	419	450	(31)	1,080
5510-00 · Insurance/Bonding	1,682	795	887	6,889	3,975	2,914	9,540
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	435	250	185	575	1,250	(675)	3,000
5520-00 · Supplies - Other	240	625	(385)	2,245	3,125	(880)	7,500
Total 5520-00 · Supplies	675	875	(200)	2,820	4,375	(1,555)	10,500
5610-00 · Depreciation	0	32	(32)	0	156	(156)	380
5700-00 · Equipment Support & Maintenance	134	2,200	(2,066)	205	11,000	(10,795)	26,400
5710-00 · Taxes, Licenses & Fees	780	1,045	(265)	4,374	5,225	(851)	12,540
5740-00 · Equipment Rental/Leasing	2,251	341	1,910	10,325	1,705	8,620	4,092
5800-00 · Training Seminars	0	400	(400)	89	2,000	(1,911)	4,800
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	1,200	625	575	2,000	3,125	(1,125)	7,500
5920-00 · Professional Fees - Accountant	450	0	450	18,800	22,400	(3,600)	24,900
5921-00 · Professional Fees - Other	0	1,500	(1,500)	1	7,500	(7,499)	21,000
Total 5900-00 · Professional Fees	1,650	2,125	(475)	20,801	33,025	(12,224)	53,400
5941-00 · Research & Planning	0	300	(300)	0	1,500	(1,500)	3,600
6742-00 · Non-NLT Co-Op Marketing Program	371	0	371	371	0	371	0
7500-00 · Trade Shows/Travel	0	0	0	0	1,500	(1,500)	3,000
8200-00 · Associate Relations	0	345	(345)	125	1,725	(1,600)	4,140
8300-00 · Board Functions	473	250	223	4,755	3,500	1,255	5,950
8500-00 · Credit Card Fees	45			175			
8600-00 · Additional Opportunitites	0	500	(500)	0	2,500	(2,500)	6,000
8700-00 · Automobile Expenses	0	250	(250)	22	1,250	(1,228)	3,000
8750-00 · Meals/Meetings	0	150	(150)	153	750	(597)	1,800
8810-00 · Dues & Subscriptions	390	300	90	2,826	1,500	1,326	3,600
Total Expense	34,929	50,354	(15,425)	194,816	261,236	(66,420)	623,079
Net Ordinary Income	(34,929)	(50,354)	15,425	(194,816)	(261,236)	66,420	(623,079)
Other Income/Expense							
Other Expense							
8990-00 · Allocated	(34,929)	(50,354)	15,425	(194,846)	(261,236)	66,390	(623,078)
Total Other Expense	(34,929)	(50,354)	15,425	(194,846)	(261,236)	66,390	(623,078)
Net Other Income	34,929	50,354	(15,425)	194,846	261,236	(66,390)	623,078
Net Income	0	0	0	30	0	30	(1)